

## FIXING OF THE COST

THE FACTORS IN PRICES OF COMMODITIES.

### PRODUCTION AND DISTRIBUTION

Equity in Division of Profits to All Engaged in Producing, Manufacturing and Selling.

Were the masses of people better informed as to principles underlying business transactions and commerce in general there would be less cause for complaint as to matters pertaining to buying and selling of commodities.

One of the faults, if it may be so termed, is the inclination of the people to complain about prices they must pay for goods required for domestic and other uses. There can be no doubt but that in many districts retail merchants exact exorbitant prices, this to an extent is the fault of the people who are little acquainted with real values. There are three important things to be considered in the fixing of the selling price of all commodities. These factors are the cost of the raw materials, the expense of manufacturing and the expense of distribution. From commercial transactions neither of these basic elements can be eliminated. The farmer who is the grower of corn, wheat and other cereals that comprises food stuffs, receives compensation for his product in accordance with the laws of supply and demand, and the values that may regulate the monetary markets of the world. The producer of cotton in the southern states, must receive for his product compensation that is based upon the cost of labor, manufacture and what finished articles in the cotton line may bring in the markets of the world. The producer of the raw materials must pay for his labor, and for his investment in farm lands and farm equipment. The manufacturer who buys the raw products must take into consideration the expense of labor, the maintenance of his manufacturing plant, the interest upon the amount invested, and also various other items, and the sum of these with what he can secure for his finished product, regulates the price that he pays for the raw material. In the distribution of goods the middle man plays an important part. He is the go-between the producer of the raw material the manufacturer, and the manufacturer and the consumer. He cannot well be eliminated from commercial transactions. He performs a service that neither the producer of the raw material or the manufacturer can more economically perform. The middle men are the jobbers, the commission agents and the retailers; each performing his special service in the matter of distribution. The consumer is the end of the chain, the final buyer of commodities who utilizes them for his own use and the uses of his family. There should be a margin of profit in each of the different transactions that will allow equitable compensation to each and every one interested in the production of a finished article. All goods have a real value and this value is determined solely by the elements referred to herein. The consumer must expect to contribute his mite towards the support of all engaged in commerce. He is the beginning link, as well as the ending link of every transaction. The farmer who grows wheat, when he forces the grocer from whom he buys his flour to sell the flour at a low rate, indirectly has an influence in lowering the market for the wheat that he produces. When the consumer demands that goods be sold at a price below the cost of production, he invites substitution of inferior goods, adulteration of the articles and encourages a system that is unwholesome.

### TOWN HELPS.

It is easy to estimate the business importance of a place by the appearance of its stores. Dingy, dirty appearing business places always give a bad impression and are generally indicative of the character of the business men of the town.

Good newspapers are important factors in building of towns. Well filled advertising pages, as well as local news pages speak for the prosperity of a place and makes an impression upon the readers that assist the town to greater prosperity.

Large trees grow from little seeds. A small industry in a town may not appear to be much but by proper nursing it may develop into an enterprise of national importance. In every manufacturing undertaking there is a turning point that means failure or success. Each small industry that is established in a town should receive the most careful attention of the townspeople and be given the support

The people should understand that they never receive something for nothing, or receive anything of value for less than its value unless under some abnormal circumstance. Of late years there has been a system grown up of offering great bargains in various kinds of goods by catalogue sent through the mails, and presenting attractive and illusive advertising that goods are being sold at less than cost. The intelligent man or woman will carefully consider all the circumstances relative to such offers, and will be guided accordingly. It is evident that when special bargains are made there are conditions that justify such bargains; that goods are not of standard grade, are stale, or deteriorated in some manner. Also there has been a system of offering "free premiums" grown up that is unwholesome, and to an extent an imposition upon the people as the system compels them to pay for articles that are not essential for them to have. The man who buys sugar does not care to be forced under the guise of paying for sugar to pay for a paper of pins or a package of needles, even though these may be a "free premium." It is well to bear these points in mind, and a little study into business economics and principles will be highly advantageous to the one who desires to know about the proper value of goods he must buy.

### PUBLIC OPINION.

Power of the Country Press and Its Influences Upon the Community.

While the influences of the great city papers are recognized and the great magazines fill a necessary field, neither of these conveyers of general information can ever supplant the field that is occupied by the country press. The home paper is the medium that conveys local intelligence to its readers. It fills a place in the journalistic world that no other publication can ever supplant. The country press is one of the greatest powers in the molding of public opinion. It may not be up to the highest classical standard, but its rough literary gems are continually shining resplendent and cast their rays in the most remote corners of the land. It is a power for good. In its reflections of events, in the local field are shown the progress of the people whom it represents. It is the mirror of the condition of the town and the country. The residents of every community should take the greatest pride in assisting in making the home press more powerful. Stand up for your home paper. It is the one staunch advocate of your local interests and to an extent is indicative of either your prosperity or your lack of progress.

### Starlings Egg-Stealers.

A correspondent, writing from Leith, England, expresses a strong opinion that starlings rob small birds' nests.

Some years ago there was a large tree opposite my dwelling-house. There was a hole in the trunk of the tree about ten feet from the ground, and sparrows built their nests in the cavity. I have time and again seen starlings driving away the parent birds, enter the nests, taking hold of the eggs with their bills and flying away with them.

A gravedigger in Banffshire once told me that a yellowhammer had built its nest in the churchyard, and it contained four eggs. One day a starling attacked the hen bird as she sat on her eggs. The yellowhammer defended her nest and made a great noise, which attracted his attention, but before he got up to the nest the yellowhammer had been killed by the starling, and the latter was on the nest and breaking and eating the eggs. Forty years ago starlings were rare birds in many parts of Scotland, but now they are to be seen in thousands everywhere, and there can be no doubt they have some destructive habits.

that it should have in order to make it successful.

Commercial clubs are important factors in the development of resources of small towns. To the farmer the commercial club of the home town is as important as it is to those residing within the limits of the town. It is the aim of the club to improve the town and in doing so it must benefit the surrounding country. Thus we see plainly the reason why the progressive farmer should take as much interest in the town commercial club as if he were a resident of the town.

### A Wireless Safety Appliance.

The wireless safety appliance of a German marine engineer is set to work during fogs and heavy weather, and acts automatically when two vessels approach within a certain distance. The action closes the steam pipe to the screw of each vessel. This checks the machinery, gives time for reversing the engines and prevents collision.—Baltimore Sun.

### M'KINLEY MONUMENT

To Be Dedicated in Buffalo Sept. 5. Former Residents Invited.

The beautiful white marble shaft erected by the state of New York in Niagara Square, Buffalo, N. Y., to the memory of President McKinley, is to be formally dedicated Thursday, Sept. 5, and the event will be the central feature of Buffalo's Old Home Week, Sept. 1 to 7. Former residents of Buffalo and the public at large are cordially invited to attend the dedication.



The McKinley monument was planned and executed under the direction of a commission of prominent men, at a cost of \$150,000. Gov. Charles E. Hughes, with his military staff, will take part in the ceremonies and President Roosevelt and former President Grover Cleveland have been invited to attend and speak. Military parades will be a feature of the occasion.

Some men are so smart in a business way that people do not care to do business with them a second time.

FITS, St. Vitus Dance and all Nervous Diseases permanently cured by Dr. Kline's Great Nerve Restorer. Send for Free \$2.00 trial bottle and treatise. Dr. R. H. Kline, Ltd., 931 Arch St., Philadelphia, Pa.

A woman who has given her lips has given everything.—Anonymous.

DO YOUR CLOTHES LOOK YELLOW? If so, use Red Cross Ball Blue. It will make them white as snow. 2 oz. package 5 cents.

It's easy to dress a profitable business in the garb of respectability.

Lewis' Single Binder Cigar has a rich taste. Your dealer or Lewis' Factory, Peoria, Ill.

Our idea of a loafer is a man who rests before he gets tired.

Mrs. Winslow's Soothing Syrup. For children teething, softens the gums, reduces inflammation, allays pain, cures wind colic. 25c a bottle.

Johnson: "Round numbers" are always false.

## WINCHESTER



### Shotgun Shells

"Leader" and "Repeater" and Repeating Shotguns

make a killing combination for field, fowl or trap shooting. No smokeless powder shells enjoy such a reputation for uniformity of loading and strong shooting qualities as "Leader" and "Repeater" brands do, and no shotgun made shoots harder or better than the Winchester.

THEY ARE MADE FOR EACH OTHER

## SICK HEADACHE

Positively cured by these Little Pills. They also relieve Distress from Dyspepsia, Indigestion and Too Hearty Eating. A perfect remedy for Dizziness, Nausea, Drowsiness, Bad Taste in the Mouth, Coated Tongue, Pain in the Side, TORPID LIVER. They regulate the Bowels. Purely Vegetable.

SMALL PILL. SMALL DOSE. SMALL PRICE.

Genuine Must Bear Fac-Simile Signature. REFUSE SUBSTITUTES.

### Queer Idea of Enjoyment.

Dr. Juliet Severance writes in the Vegetarian Magazine:

"I am often reminded of a clinic case brought before the class when I was in medical college in 1858. The man had gout and rheumatism, both the small and large joints being immovable, and his suffering was severe. Dr. R. T. Trail, professor of theory and practice, was explaining to us the importance of a very strict and abstemious diet. The poor fellow tried vainly to turn his head, and grunted out: 'I can't go that; I want to enjoy life while I do live!'"

### FEARFUL BURNING SORES.

Boy in Misery 12 Years—Eczema in Rough Scales, Itching and Inflamed—Cured by Cuticura.

"Cuticura has put a stop to twelve years of misery I passed with my son. As an infant I noticed on his body a red spot and treated same with different remedies for about five years, but when the spot began to get larger I put him under the care of doctors. Under their treatment the disease spread to four different parts of his body. During the day it would get rough and form like scales. At night it would be cracked, inflamed and badly swollen, with terrible burning and itching. One doctor told me that my son's eczema was incurable, and gave it up. I decided to give Cuticura a trial. When I had used the first box of Cuticura Ointment there was a great improvement, and by the time I had used the second set of Cuticura Remedies my child was cured. He is now twelve years old, and his skin is as fine and smooth as silk. Michael Steinman, 7 Sumner Avenue, Brooklyn, N. Y., April 16, 1905."

When they enter a theater women should check their hats and men their thirst.

### Assumes All Blame.

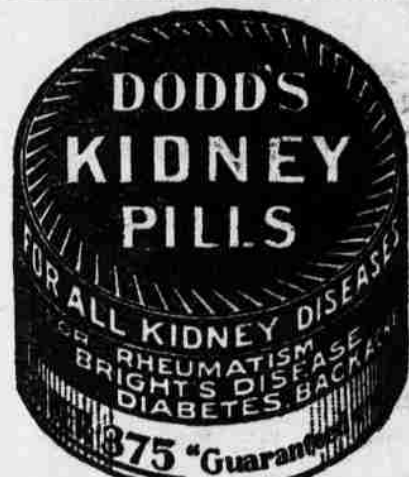
"Well, there's one thing about Nuritch; he's always ready to confess his faults."

"Nonsense! why he's forever bragging about being self-made."

"Of course. That's just it."

Clear white clothes are a sign that the housekeeper uses Red Cross Ball Blue. Large 2 oz. package, 5 cents.

The affection of too many wives is of the cold-storage brand.



## SPOT CASH

FOR SOLDIERS' HOMESTEAD RIGHTS. All soldiers who served ninety days or more in the federal army or navy between 1861-1865, and who made homestead entries for less than 160 acres on or before June 22, 1874, means that an additional right is due someone and that it can be sold to me for spot cash, no matter whether patent issued or not. If soldier is dead, his heirs are entitled. The right descends as follows: First, to the widow; and second, to the legal heirs, or next of kin. Talk to old soldiers, their widows, children, or next of kin, about this class of additional rights. Get busy right now and find some of your relatives who made homestead entries in early days. It's easy money. For further information address Comrade W. E. Moses, 82 California Building, Denver, Colo.

W. N. U., Kansas City, No. 32, 1907.

## Simmons Ranch for Sale

95,000 Acres in the Most Fertile Part of South Texas Now on the Market.

The Simmons ranch, located 36 miles south of San Antonio, has been divided into farms and is now being sold to settlers. You have what is probably the last opportunity to secure a farm of from 10 acres to 640 acres (including two lots in town) for \$210, payable \$10 a month without interest. This land will double in value in a short time.

Such an offer has never before been made and may never be again, as good land is getting scarcer all the time.

Write for literature and views of the ranch.

DR. CHAS. F. SIMMONS,

215 Alamo Plaza, SAN ANTONIO, TEXAS.

## W. L. DOUGLAS

\$3.00 & \$3.50 SHOES BEST IN THE WORLD

10c SHOES FOR EVERY MEMBER OF THE FAMILY. AT ALL PRICES.

\$25,000 Reward To any one who can prove W. L. Douglas does not make & sell more Men's \$3 & \$3.50 shoes than any other manufacturer.

THE REASON W. L. Douglas shoes are worn by more people in all walks of life than any other make, is because of their excellent style, easy-fitting, and superior wearing qualities. The selection of the leathers and other materials for each part of the shoe, and every detail of the making is looked after by the most complete organization of superintendents, foremen and skilled shoemakers, who receive the highest wages paid in the shoe industry, and whose workmanship cannot be excelled.

If I could take you into my large factories at Brockton, Mass., and show you how carefully W. L. Douglas shoes are made, you would then understand why they hold their shape, fit better, wear longer and are of greater value than any other make.

My \$4 Gilt Edge and \$5 Gold Bond Shoes cannot be equalled at any price.

W. L. Douglas stamps his name and price on the bottom to protect you against high prices and inferior shoes. Take No Substitute. Sold by the best shoe dealers everywhere.

Fast Color Eyelets used exclusively. Catalog mailed free. W. L. DOUGLAS, Brockton, Mass.



## ONE FARE-ROUND TRIP

VIA NEW YORK CENTRAL LINES. From CHICAGO Take "LAKE SHORE" OR MICHIGAN CENTRAL "The Niagara Falls Route." From ST. LOUIS Take "BIG FOUR ROUTE" From PEORIA Take Lake Erie & Western OR "BIG FOUR ROUTE"

## SARATOGA, N. Y. and RETURN

ACCOUNT OF MEETING GRAND ARMY OF THE REPUBLIC

Tickets on sale Sept. 6-7-8—Good to Return to Sept. 17 Extension to Oct. 6th secured by deposit and fee of \$1.00

Tickets ROUTED VIA OUR LINES will be accepted at your pleasure, by the BOAT LINES in either Direction, between DETROIT, TOLEDO, CLEVELAND, and BUFFALO. Also between ALBANY and NEW YORK

SIDE TRIPS: SARATOGA to NEW YORK or BOSTON and RETURN.....\$4.00

STOPOVERS: SARATOGA to NEW YORK or BOSTON and RETURN to ALBANY.....\$1.00

at BATTLE CREEK, DETROIT, SANDUSKY, WESTFIELD, and NIAGARA FALLS, ON GOING JOURNEY—Passenger to leave last stopover point not later than Sept. 9th. ON RETURN JOURNEY—10 days within transit limit.

CHAUTAUQUA and RETURN Tickets on sale DAILY until Sept. 30; Limited to Oct. 31. Fare from CHICAGO, \$17.50; PEORIA, \$22.30; ST. LOUIS, \$27.60

BOSTON and RETURN AUG. 5, 10, 20, 24; SEPT. 10, 14, 24, 28. Fare from CHICAGO, \$24.00 Fare from ST. LOUIS, \$27.00

NEW ENGLAND RESORTS AUG. 6, 10, 20, 24; SEPT. 10, 14, 24, 28. From CHICAGO or ST. LOUIS, One Fare Plus \$2.00 for the Round Trip

CANADIAN RESORTS DAILY UNTIL SEPT. 30, '07 From CHICAGO or ST. LOUIS, One Fare Plus \$2.00 for the Round Trip

Any Railroad Ticket Agent will be glad to give you full information and ticket you wish

NEW YORK CENTRAL LINES WARREN J. LYNCH, PASSENGER TRAFFIC MANAGER, CHICAGO